

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-06 ISO-00 TRSE-00 EB-04 AID-05 CIAE-00

FRB-01 INR-05 NSAE-00 RSC-01 XMB-02 OPIC-03 SP-02

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DRAFTED BY COMMERCE/BIC/CAGNE:JHERN:CEJ

APPROVED BY NEA/ARP:RWAHERNE

NEA:SSOBER

TREASURY - MR. WILLIAMS

EB/CBA - MR. NESVIG

----- 043414

P 082154Z NOV 74

FM SECSTATE WASHDC

TO AMEMBASSY JIDDA PRIORITY

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E.O. 11652: N/A

TAGS: EAID, BEXP, US, SA

SUBJECT: US/SAUDI JOINT ECONOMIC COMMISSION; COMMUNICATIONS
AND STANDARDS ADVISORS; AGREEMENT ON ASSISTANCE IN
ESTABLISHMENT OF AN ELECTRONICS INDUSTRY

REFS: (A) JIDDA 6328; (B) JIDDA 6247

1. WILK NOW PLANS DEPARTURE FROM US NOV 12 AFTER CONSULT-
ATIONS BOSTON SAME DAY WITH ADL. WILL ARRIVE JIDDA 1955

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HOURS ON NOV 13 REPEAT NOV 13 ON BA 770. REQUESTS HE BE
MET AT AIRPORT. WE FEEL IT APPROPRIATE FOR EMBASSY AND
SAG TO KNOW THAT WILK TAKES ASSIGNMENT VERY SERIOUSLY AND

HAS DEVOTED INTENSIVE EFFORT AND MUCH TIME TO PREPARATION.

2. WILK HAS HAD DISCUSSIONS WITH A.T. AND T. AND WESTERN ELECTRIC CONCERNING POTENTIALLY KEY ROLE FOR A.T. AND T. IN DEVELOPING NATIONWIDE NETWORK FOR SAUDI ARABIA. ROBERT BRIGHT, GENERAL MANAGER FOR GOVERNMENT PROJECTS OF WESTERN ELECTRIC, RECENTLY ACCOMPANIED DR. HUSSEIN MANSOUR OF CPO ON TOUR WESTERN ELECTRIC PLANTS IN DENVER (PBX MANUFACTURING); LISLE, ILLINOIS (SWITCH ELECTRONICS AND CROSSBAR MANUFACTURING); AND TO BELL LABORATORIES IN NEW JERSEY. DURING TOUR MANSOUR INVITED A.T. AND T. SUBMIT PROPOSAL TO HIM FOR DESIGN, INSTALLATION, AND OPERATION OF

A NATIONWIDE INTEGRATED NETWORK. WILK PLANS FURTHER DISCUSSIONS WITH A.T. AND T. NEW YORK IN EFFORT DETERMINE COMPANY CAPABILITIES AND INTEREST IN OPERATING IN SAUDI ARABIA. HE HOPES BE AS FULLY INFORMED AS POSSIBLE ON PROSPECTS FOR A.T. AND T. PARTICIPATION. WILK ALSO DEVELOPING INFO TO EXTENT POSSIBLE ON SUBJECT OF DOMESTIC SATELLITES.

3. IN PHONE DISCUSSION WITH ADL, WILK INFORMED THAT ADL REPORT TO MINISTRY COMMUNICATIONS DUE FOR NOV 18 RATHER THAN NOV 16 AS REPORTED REF (A). APPRECIATE EMBASSY CABLING CONFIRMATION CORRECT DATE ADL PRESENTATION; ALSO NAME WILK'S HOTEL AND PHONE NUMBER FOR EMBASSY CONTACT IN EVENT EMBASSY UNABLE MEET AT AIRPORT.

4. STANDARDS: CLARIFICATION ON ROLE STANDARDS ADVISOR REF (B) GREATLY APPRECIATED. THIS MESSAGE SUBJECT OF INTENSIVE CONSIDERATION BY NBS WITH VIEW TO ASSURING MOST PRODUCTIVE MISSION POSSIBLE BY STANDARDS ADVISOR. OPINION OF NBS IS THAT ADVISOR COULD CARRY OUT FUNCTIONS A-C LISTED PARA 3 REF (B) MORE EFFECTIVELY IF MORE COMPLETE INFO AVAILABLE BEFORE DEPARTURE ON QUTUB FOREIGN ASSISTANCE PROPOSAL OUTLINED PARA 2 SAME MESSAGE. PRIOR AVAILABILITY OF DETAILS OF PROPOSAL WOULD BE PARTICULARLY HELPFUL FOR ADVANCE CONSIDERATION ITEMS A AND B PARA 3 AND LIMITED OFFICIAL USE

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ENHANCE POSSIBILITY FOR POSITIVE ACTION RECOMMENDATIONS AND SUGGESTIONS ON EXPERTS DURING THIS INITIAL VISIT. SHOULD ALSO NOTE THAT NBS NOW RECONSIDERING NOMINATION OF JAMES HAECKER IN VIEW REF (B) AND FEELS STRONGLY THAT DETAILS OF QUTUB ASSISTANCE PROPOSAL COULD INFLUENCE PROPER SELECTION OF ADVISOR. ACCORDINGLY, EMBASSY REQUESTED CABLE ASAP AS FULL DETAILS AS POSSIBLE ON THIS PROPOSAL. FEEL ANY DELAY THIS MIGHT CAUSE IN ADVISOR'S DEPARTURE (PREVIOUSLY PLANNED FOR APPROX. NOV 15) OUTWEIGHED BY CONSIDERATIONS OF MOST EFFECTIVE EMPLOYMENT OF NBS ADVISOR.

5. CONTRARY MR. QUTUB'S IMPRESSION, ANSI (AMERICAN NATIONAL STANDARDS INSTITUTE) STANDARDS NOT ISSUED BY FDA BUT BY THE INSTITUTE. COMPLETE SET ANSI STANDARDS SELLS FOR \$6,550. BINDERS FOR COMPLETE SET COST \$250. COMPLETE SET OCCUPIES ABOUT 19 LINEAL FEET SHELF SPACE. WE ARE ARRANGING FORWARD INDEX OF ALL ANSI STANDARDS (PROVIDED BY NBS) WHICH INCLUDES ORDER BLANKS. USG COULD ORDER ON SAG BEHALF IF IT PREFERS MORE CUMBERSOME REIMBURSEMENT PROCEDURE. WE ALSO FORWARDING INDICES OF US VOLUNTARY ENGINEERING STANDARDS AND STANDARDS AND SPECIFICATIONS OF STATES. HAVE ARRANGED FOR MR. DAVID KHOURY OF CORPS OF

ENGINEERS TO DELIVER ALL THESE INDICES TO MR. QUTUB SO THEY WILL BE THERE BEFORE ARRIVAL NBS ADVISOR. KHOURY DEPARTS FOR SAUDI ARABIA NOV 12.

6. ELECTRONICS INDUSTRY: DURING SEPTEMBER MEETING WORKING GROUP ON INDUSTRIALIZATION, SAUDIS REQUESTED AND USG AGREED APPROACH ELECTRONICS INDUSTRY ASSOCIATION (EIA) RE ESTABLISHMENT OF ELECTRONICS INDUSTRY IN SAUDI ARABIA. COMMERCE COORDINATOR FOR WG SOUGHT ADVICE THIS ISSUE FROM COMMERCE DEPARTMENT'S OFFICE OF TELECOMMUNICATIONS (OT, WILK'S ORGANIZATION). OT RECOMMENDED WE NOT GO EIA ROUTE AT THIS TIME. SEEMS LOGICAL ASSUMPTION THAT INITIAL THRUST OF DEVELOPMENT THIS INDUSTRY IN SAUDI ARABIA WOULD BE IN COMMUNICATIONS ELECTRONICS. OT KNOWLEDGEABLE THIS FIELD AND PLUGGED IN CLOSELY WITH RELEVANT US FIRMS. FURTHER, MANY ELECTRONICS FIRMS, INCLUDING SOME OF MAJOR ONES, ARE NOT MEMBERS EIA. ACCORDINGLY, WE PROPOSE AS FIRST STEP HAVE WILK EXPLORE LIMITED OFFICIAL USE

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ISSUE WITH SAG. THERE IS POSSIBILITY THAT OT COULD ASSEMBLE GROUP OF US FIRMS TO UNDERTAKE WHAT SAUDIS WANT. SEEMS POSSIBLE THIS PROSPECT OF DIRECT USG INVOLVEMENT MIGHT BE PREFERABLE TO SAG. MAW

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